AGENDA ANN ARBOR HOUSING DEVELOPMENT CORPORATION REGULAR MEETING October 21, 2020

Meeting Time and Location: **6:30pm** Virtual Zoom Meeting Ann Arbor, MI

- I. APPROVAL OF AGENDA
- II. APPROVAL OF MINUTES
 - A. Regular Board Meeting Minutes of May 20, 2020
- III. NEW BUSINESS
 - A. Review September 2020 Financials
 - B. Resolution 20-6 to Approve up to \$75,000 for the Development of Recreational Facilities on a Parcel adjacent to West Arbor Apartments
- IV. ADJOURNMENT

MINUTES ANN ARBOR HOUSING DEVELOPMENT CORPORATION ANNUAL BOARD MEETING May 20,2020

Meeting Time and Location: **7 p.m.**Zoom Meeting On-Line

President Meadows convened the meeting at 7:03 p.m.

Board Members present: Thierry Batalonga, Dr. Lee Meadows, Sam Bagenstos, Jennifer Hall, Dr. Mary Jo Callan, Dr. Steven Daniels, Patricia Jenkins **Board Members absent:**

I. Approval of Agenda

Batalonga moved and Daniels seconded.

Motion approved 7 - 0 (Batalonga, Bagenstos, Meadows, Daniels, Callan, Jenkins, Hall - yes, 0 - no)

II. Approval of Minutes Regular Board Meeting Minutes of November 20, 2019

Jenkins moved and Bagenstos seconded.

Motion approved 7-0 (Batalonga, Bagenstos, Meadows, Daniels, Callan, Jenkins, Hall - yes, 0-no)

III. NEW Business

A. Resolution 20-1 to Approve the Annual Election of Officers to the Board

Daniels moved and *Jenkins* seconded to elect Dr. Meadows as the Board President, Mr. Batalonga as the Board Vice President, and Ms. Hall as the Secretary/Treasurer.

Motion approved 7-0 (Batalonga, Bagenstos, Callan, Jenkins, Meadows, Daniels, Hall - yes, 0-no)

B. Resolution 20-2 to Approve the Annual Budget

Batalonga moved and Jenkins seconded.

Motion approved 7 - 0 (Batalonga, Bagenstos, Callan, Jenkins, Meadows, Daniels, Hall - yes, 0 - no)

C. Resolution 20-3 to Approve the Maple Tower FY19 audit

Jenkins moved and Batalonga seconded.

Motion approved 7 - 0 (Batalonga, Bagenstos, Callan, Jenkins, Meadows, Daniels, Hall - yes, 0 - no)

D. Resolution 20-4 to Approve the River Run FY19 audit

Batalonga moved and Bagenstos seconded.

Motion approved 7-0 (Batalonga, Bagenstos, Callan, Jenkins, Meadows, Daniels, Hall - yes, 0-no)

E. Resolution 20-5 to Approve the West Arbor FY19 audit

Batalonga moved and Callan seconded.

Motion approved 7-0 (Batalonga, Bagenstos, Meadows, Daniels, Callan, Jenkins, Hall - yes, 0-no)

F. Review March 2019 financials

IV. Adjournment

Callan moved and Daniels seconded.

Meeting adjourned 7:27 PM

ANN ARBOR HOUSING DEVELOPMENT CORP (aahdc)

Budget Comparison

Period = Sep 2020

Book = Accrual ; Tree = ysi_is

		PTD Actual	PTD Budget	Variance	% Var	YTD Actual	YTD Budget	Variance	% Var	Annual
3610-00-000	Investment Income - Unrestricted	89	120	(31)	(26)	272	360	(88)	(24)	1,440
3612-00-000	Loan Interest Revenue	-	-	-	N/A	-	-	-	N/A	725,000
3650-00-000	Miscellaneous Other Income	-	=	-	N/A	-	500	(500)	(100)	500
3680-00-000	Developer Fees	<u> </u>	-	-	N/A	-	-	-	N/A	187,875
3699-00-000	TOTAL OTHER INCOME	-	-	-	N/A	-	-	-	N/A	187,875
3999-00-000	TOTAL INCOME	89	120	(31)	(26)	272	860	(588)	(68)	914,815
4000-00-000	EXPENSES									
4100-00-000	ADMINISTRATIVE									
4139-00-000	Other Admin Expenses									
4140-00-000	Staff Training	-	217	217	100	-	651	651	100	2,600
4171-00-000	Auditing Fees	-	-	-	N/A	-	-	=	N/A	2,060
4189-00-000	Total Other Admin Expenses	-	217	217	100	-	651	651	100	4,660
4190-00-000	Miscellaneous Admin Expenses									
4190-02-000	Publications	93	-	(93)	N/A	93	-	(93)	N/A	-
4190-04-000	Office Supplies	-	-	-	N/A	-	500	500	100	500
4190-20-000	Bank Fees	10	-	(10)	N/A	30	120	90	75	120
4190-22-000	Other Misc Admin Expenses	-	250	250	100	-	750	750	100	3,000
4191-00-000	Total Miscellaneous Admin Expenses	103	250	147	59	123	1,370	1,247	91	3,620
4199-00-000	TOTAL ADMINISTRATIVE EXPENSES	103	467	364	78	123	2,021	1,898	94	8,280
4200-00-000	TENANT SERVICES									
4220-01-000	Other Tenant Svcs.	12	250	238	95	911	750	(161)	(22)	3,000
4220-02-000	Tenant Services Support	-	1,250	1,250	100	2,500	3,750	1,250	33	15,000
4230-01-000	Tenant Relocation	675	-	(675)	N/A	675	-	(675)	N/A	-
4299-00-000	TOTAL TENANT SERVICES EXPENSES	687	1,500	813	54	4,086	4,500	414	9	18,000
4500-00-000	GENERAL EXPENSES									
4510-20-000	Liability Insurance	23	=	(23)	N/A	69	200	131	66	200
4570-01-000	Bad Debt Recovery	-	=	-	N/A	-	=	-	N/A	675,000
4599-00-000	TOTAL GENERAL EXPENSES	23	-	(23)	N/A	69	200	131	66	675,200
8000-00-000	TOTAL EXPENSES	813	1,967	1,154	59	4,278	6,721	2,443	36	701,480
9000-00-000	NET INCOME	(724)	(1,847)	1,123	61	(4,006)	(5,861)	1,855	32	213,335

Balance Sheet

Period = Sep 2020

Book = Accrual; Tree = ysi_bs

	Current Balance
ASSETS	
CASH	
Unrestricted Cash	
AAHDC - Savings - CSB	1,083,456.43
AAHDC Checking-Chelsea Bank	547,476.30
Total Unrestricted Cash	1,630,932.73
TOTAL CASH	1,630,932.73
ACCOUNTS AND NOTES RECEIVABLE	
Allowance for Doubtful Accounts-Other	-10,891,446.72
A/R Miscellaneous	8,832,575.27
Accrued Interest Receivable	2,039,054.47
TOTAL ACCOUNTS AND NOTES RECEIVABLE	-19,816.98
OTHER CURRENT ASSETS	
Prepaid Insurance	69.00
TOTAL OTHER CURRENT ASSETS	69.00
TOTAL CURRENT ASSETS	1,611,184.75
TOTAL ASSETS & DEFERRED OUTFLOW OF RESOURCES	1,611,184.75
A/P Vendors and Contractors	687.38
TOTAL CURRENT LIABILITIES	687.38
TOTAL LIABILITIES	687.38
Contributed Capital	67,436.97
TOTAL CONTRIBUTED CAPITAL	67,436.97
RETAINED EARNINGS:	
Retained Earnings-Current Year	-66,323.34
Unrestricted Net Assets	1,609,383.74
TOTAL RETAINED EARNINGS:	1,543,060.40
TOTAL EQUITY	1,610,497.37
TOTAL LIABILITIES AND EQUITY	1,611,184.75

AAHDC

Developer Fee Revenue Analysis

	Maple Tower	River Run	West Arbor	Swift Lane	Colonial Oaks	Grand Total
Total Dev Fee Revenue	540,000.00	520,089.00	450,000.00	751,500.00	49,000.00	2,310,589.00
Dev Fee Rev Pmts Received						
10/31/2014	90,000.00	90,000.00				
11/12/2015			90,000.00			
2/4/2016	51,000.00	43,500.00				
5/26/2016					25,000.00	
2/22/2017		145,500.00				
10/27/2017	394,472.00		80,000.00			
11/2/2017					17,445.89	
11/24/2017					810.00	
12/12/2017			256,076.00			
6/29/2018		220,486.20				
6/30/2018						
8/2/2017 - (from 2016 Waterfall pmts)	4,528.00	20,602.80				
7/2/2018			23,924.00			
2/1/2019 - closing				157,432.00		
Total Dev Fee Received	540,000.00	520,089.00	450,000.00	157,432.00	43,255.89	1,710,776.89
Total Dev Fee Revenue Due	-	-	-	594,068.00	5,744.11	599,812.11
Orig 8/2/17 Waterfall pmts	80,972.00	68,676.00				

	9/30/2020		
Checking Account balance	547,476.30		
A/R for \$\$\$ due from AAHC	-		
Savings Account balance	1,083,456.43	date of stabilization = final cl	osing on debt plus 3 months of 1.15 DSCR
		Operating Deficit guarantee	is stabilized operations plus 5 years with 2 consecutive 6 month periods of 1.15 DSCR
Total cash balance	1,630,932.73	during the last year of 5th ye	ear or 1 more year.
Less:			
Maple Tower Dev Fee	(540,000.00) restricted through 03/2022	Cinnaire closed 9.2016	per Scott E. email 11/13/19
River Run Dev Fee	(520,089.00) restricted through 12/2021	Cinnaire closed 9.2016	per Scott E. email 11/13/20
West Arbor Dev Fee	(450,000.00) restricted through 04/2023?	Cinnaire closed 9.2017	
Swift Lane Dev Fee	 no restrictions at this time 	(1,510,089.00)	Pro forma \$325K for operating deficit reserves required for Swift Lane.
			no replacement reserve required for Swift Lane
Total unrestricted cash balance	120,843.73		Did Agree to set aside in a separate fund services for 15 years - \$225,000
			\$751,500 total dev fee AAHDC swift Lane

RESOLUTION 20-6 AAHDC

Resolution to Allocate up to \$75,000 to Develop Recreational Facilities on a Parcel to be Acquired by the City of Ann Arbor Parks and Recreation Department Adjacent to West Arbor Apartments on Dexter Avenue

WHEREAS, The Ann Arbor Housing Development Corporation (AAHDC) is the sole owner of the West Arbor, LLC, which is the .01% General Partner of the West Arbor Ann Arbor Limited Dividend Housing Association, Limited Partnership; and

WHEREAS, West Arbor Apartments was developed in 2015 and includes 46 apartments and a small playground; and

WHEREAS, There are approximately 150 children under the age of 18 living at West Arbor that need additional recreational opportunities within a safe walking distance of West Arbor Apartments; and

WHEREAS, St. Joseph Mercy Hospital owns 3 vacant parcels adjacent to West Arbor that they have agreed to sell for the purpose of providing neighborhood recreational opportunities; and

WHEREAS, The City of Ann Arbor Parks and Recreation Department staffs the Parks Acquisition Millage Fund, which purchases properties inside the City limits for Parks and Recreation purposes; and

WHEREAS, Park staff are recommending that the City Parks Acquisition Committee purchase the properties for the purpose of partnering with the Ann Arbor Housing Development Corporation to develop the parcel for recreational activities to meet neighborhood needs; and

WHEREAS, The Parks Department has limited funding for Park improvements and maintenance; and

WHEREAS, An active-use park at this location will be an enormous benefit for residents of West Arbor Apartments; and

WHEREAS, The AAHDC has a fund balance of \$1,630,933, of which \$120,844 is unrestricted; and

NOW THEREFORE BE IT RESOLVED THAT, the Ann Arbor Housing Development Corporation Board approves a partnership with the City of Ann Arbor to acquire and develop a park adjacent to West Arbor Apartments, and the AAHDC approves up to \$75,000 toward the physical improvements of the park and will work with the Parks Department to maintain the park into the future through a yet to be determined mechanism.

PREPARED FOR:

St. Joseph Mercy Health System

September 2020





3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan

PREPARED FOR:

EMILY BARKER
REGIONAL DIRECTOR
REAL ESTATE SERVICES
SAINT JOSEPH MERCY HEALTH SYSTEM
5301 McAULEY DRIVE
YPSILANTI, MICHIGAN 48197

PREPARED BY:

JOHN T. FRICKE, MBA
EXECUTIVE VICE PRESIDENT
COLLIERS INTERNATIONAL | DETROIT
2 CORPORATE DRIVE, SUITE 300
SOUTHFIELD, MICHIGAN 48076



3 Vacant Parcel Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan



September 2020

Ms. Emily Barker Regional Director, Real Estate Services Saint Joseph Mercy Health System 5301 McAuley Drive Ypsilanti, Michigan 48197

Subject: Broker Opinion of Fair Market Value

3 Vacant Parcel Adjacent to Maple Health Building

Dexter Road, Ypsialnti, Michigan

Dear Emily:

Thank you for the opportunity to provide this Broker Opinion of Value for the approximately .52 acres of land consisting of three parcels on the north side of Dexter Avenue west of N Maple Road in Ann Arbor. The following represents our best efforts to provide you with a current valuation of the fair market value for the property. The valuation herein assumes an arm's length transaction value, and is based on its value as a site for parking and possibly a commercial building development.

It is the premise of this valuation that St. Joseph Mercy Health System owns the parcel on a fee simple basis with no deed restrictions or encumbrances of any type.

The property is approximately .52 acres at the northwest corner of Dexter and Seybold Drive across Seybold from the so called Maple Health Building. St Joe sold the Maple Health Center in early 2018 but this vacant land did not go with the sale, and there is an interested party that now wishes to purchase it. The property is fairly heavily wooded with residential to the west and some various single family and multi family developments of average quality to the north and northeast. The only realistic expected use of the site would be as residential of some type give the surrounding neighborhood or possibly some kind of very limited and small commercial / office given its size.

Small land comparables within a few mile radius are attached as well as a list of for sale properties. The actual sales of various small parcels average approximately 244,595 per acre. The average of the for sale properties of small under three acre parcels is 379,815 per acre. Typically I would discount the available but not yet sold properties by 10% yielding an expected sale price average of those parcels of 341,834 per acre. I would then give 2/3 weighting to the actual sale average and 1/3 weighting to the expected sale price of the available properties. The math would be as follows:

 $244,595 \times .67 = 163,879$

 $341,824 \times .33 = 112,802$

163,879 + 112,802 = 276,681 final valuation per acre. The subject parcel is .52 acres therefore my opinion of the fair market value of the property is 143,874 or 145,000 rounded.

3 Vacant Parcel Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan



Thank you for the opportunity to provide this Broker Opinion of Value. The Opinion of Value is not an appraisal nor was it prepared by a licensed MAI.

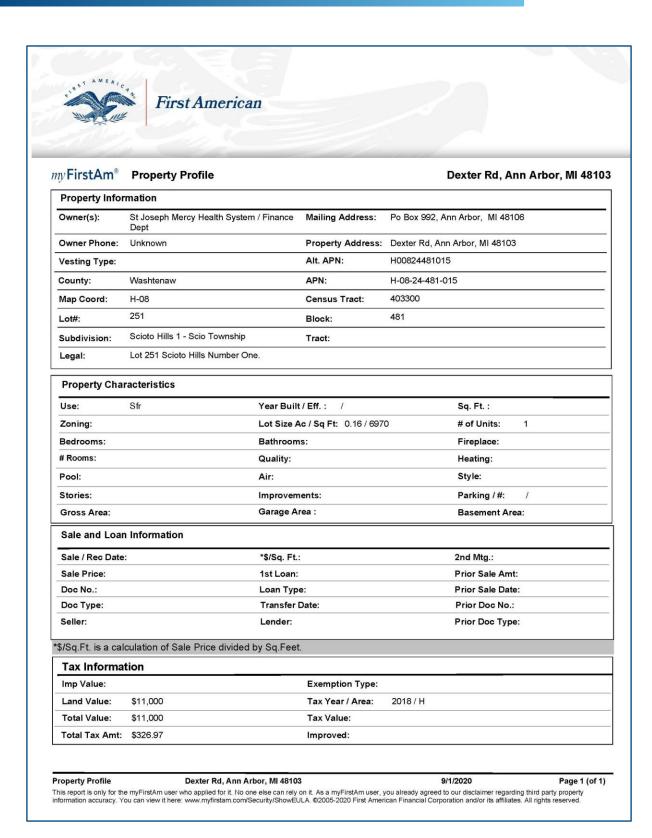
Please call me with any questions after you have reviewed it.

Very truly yours,

COLLIERS INTERNATIONAL

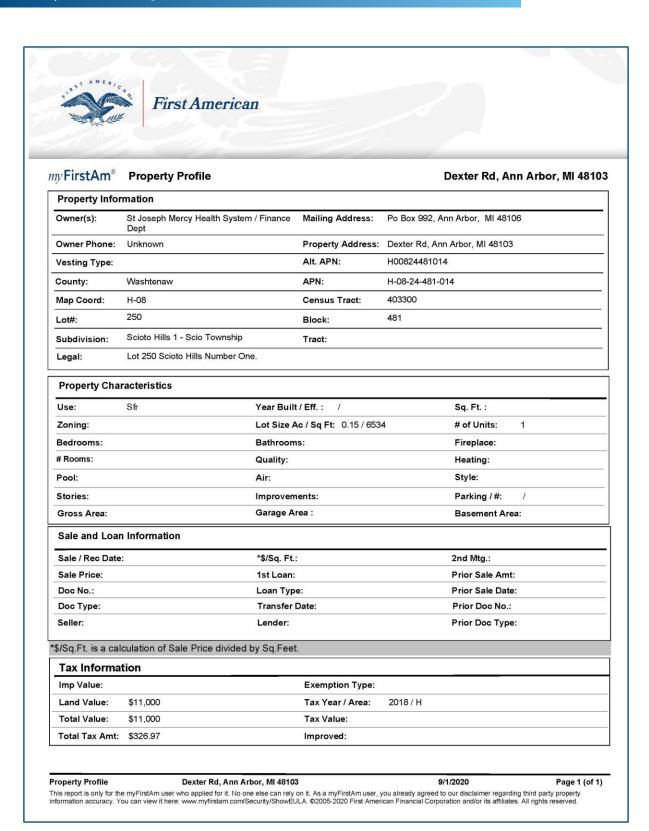
John T. Fricke, MBA Executive Vice President

3 Vacant Parcel Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan

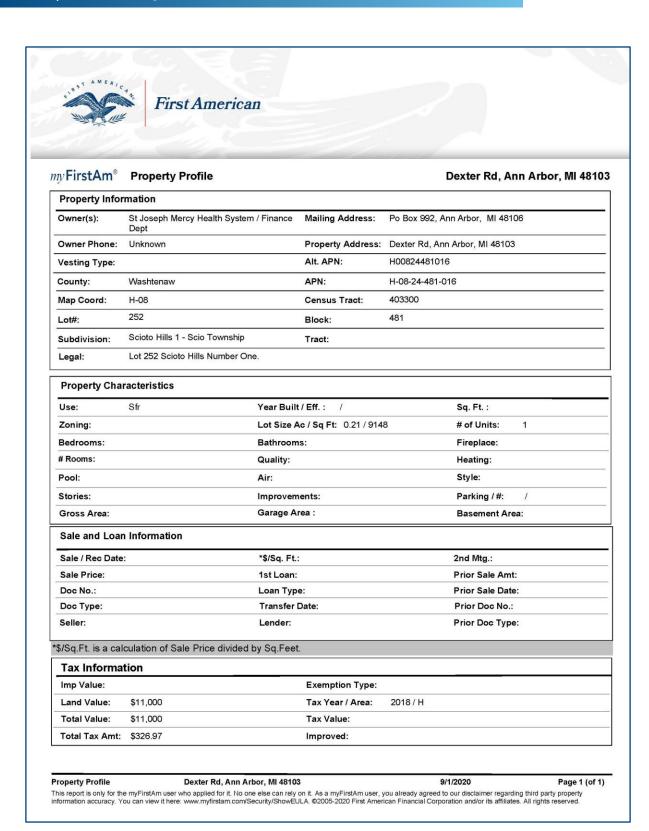


2 Corporate Drive, Suite 300 Southfield, Michigan 48076 colliers.com/detroit

3 Vacant Parcel Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan



3 Vacant Parcel Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan



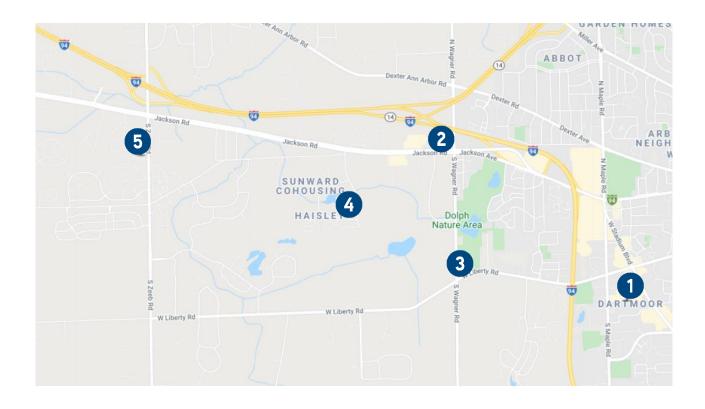
2 Corporate Drive, Suite 300 Southfield, Michigan 48076 colliers.com/detroit

3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan

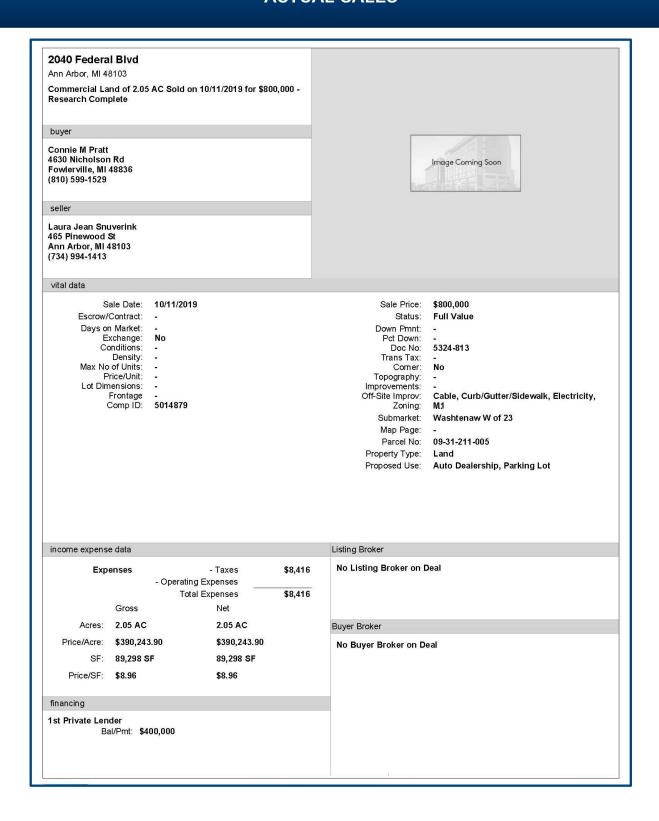


3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan

ACTUAL SALES						
Site	Size	Sale Price	Sale Price Per Acre	Sale Date		
1. 2040 Federal Blvd,, Ann Arbor, MI 48103	2.05	\$800,000	\$390,243	10/2019		
2. 6860 Jackson Rd, Ann Arbor, MI 48103	1.13	\$200,000	\$175,991	01/2018		
3. 3434 W Liberty Rd, Ann Arbor, MI 48103	1.30	\$90,000	\$79,646	02/2020		
4. 0 Little Lake Dr, Ann Arbor, MI 48103	1.20	\$165,000	\$137,500	01/2019		
5. 200 S Zeeb Rd, Ann Arbor, MI 48103	1.71	\$750,000	\$438,596	12/2018		
Average			\$244,595			



3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan



3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan

ACTUAL SALES

6860 Jackson Rd

Retail Approved / Site Plan Developed Ann Arbor, MI 48103

Industrial Land of 1.13 AC Sold on 1/12/2018 for \$200,000 -**Public Record**

Arbor West Enterprises II, LLC

seller



vital data

Sale Date: 1/12/2018

Escrow/Contract: Days on Market:

288 days Exchange: Conditions: No

Density: Max No of Units:

Price/Unit: Lot Dimensions:

Frontage 300 feet on Jackson Road

Comp ID: 4108646 Sale Price: \$200,000

Status:

Down Pmnt:

Pct Down: Doc No:

Trans Tax:

Corner: Topography: Level

Improvements:

Off-Site Improv: Cable, Curb/Gutter/Sidewalk, Electricity, Zoning:

Washtenaw W of 23 Submarket:

Map Page: Parcel No:

Property Type: Land Proposed Use: Commercial

income expense data

Gross

Acres: 1.13 AC

Price/Acre: \$176,991.15 \$176,991.15

Net

1.13 AC

49,223 SF

\$4.06

SF: 49,223 SF

Price/SF: \$4.06

Listing Broker

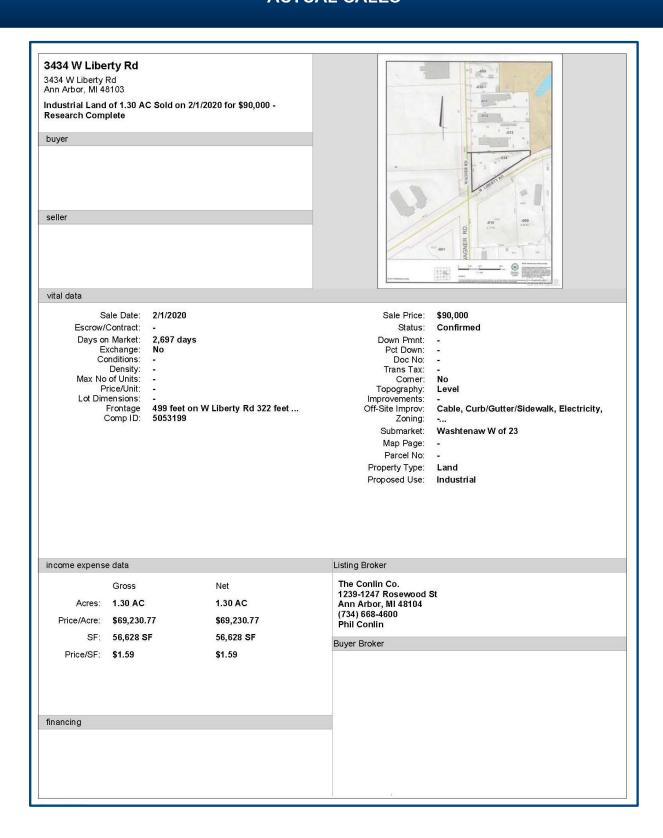
Swisher Commercial 208 E Washington St Ann Arbor, MI 48104 (734) 663-0501 Charlie Koenn

Buyer Broker

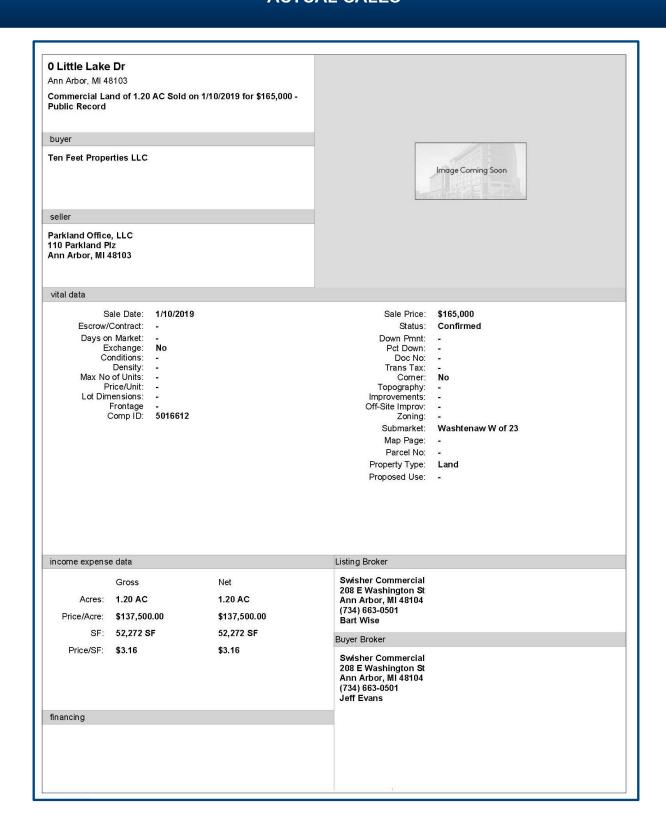
Real Estate One 555 Briarwood Cir Ann Arbor, MI 48108 (734) 662-8600 John Falsetta

financing

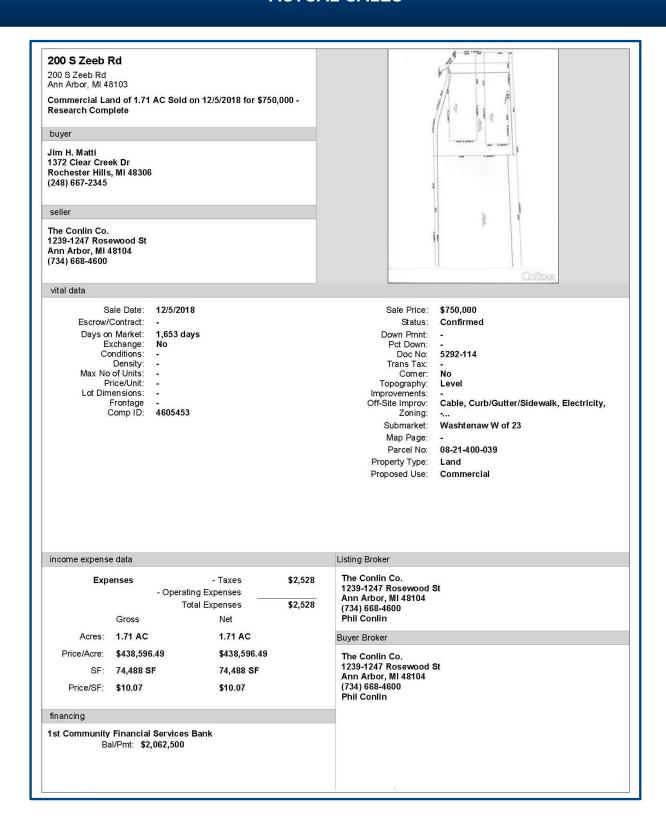
3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan



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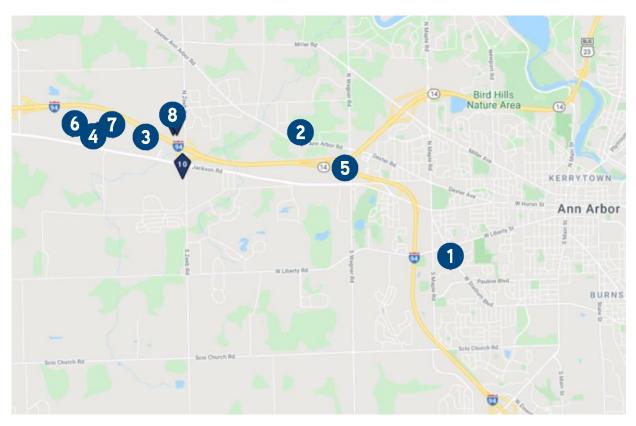


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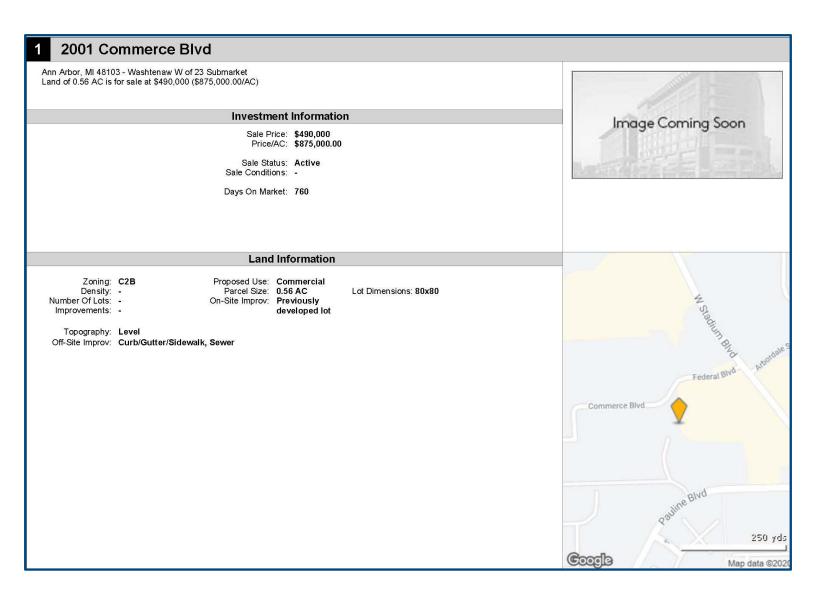


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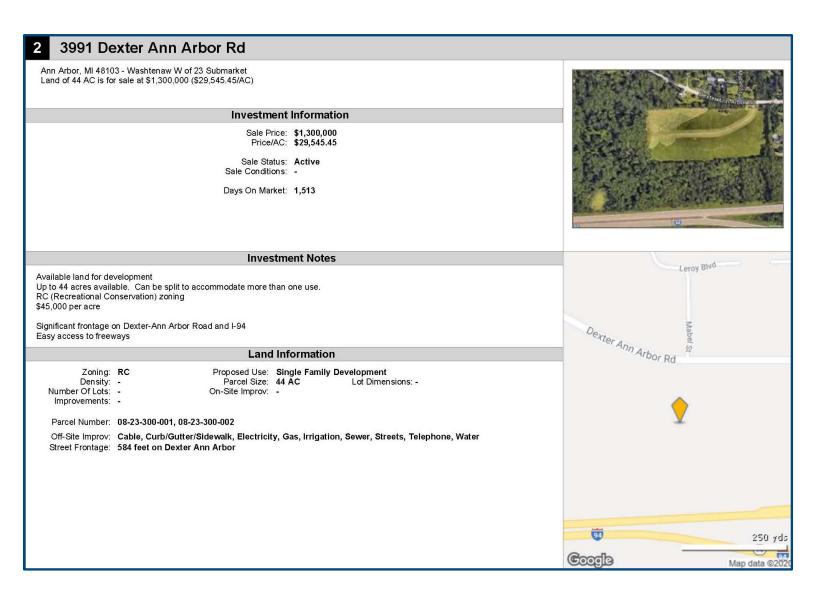
FOR SALE COMPS					
Site	Size	For Sale Price	Sale Price Per Acre		
1. 5940 Jackson Road, Ann Arbor	1.80	\$775,000	\$430,556		
2. 6539 Jackson Road, Ann Arbor	2.90	\$1,200,000	\$413,793		
3. 6860 Jackson Road, Ann Arbor	1.13	\$499,000	\$441,593		
4. 6880 Jackson Road, Ann Arbor	1.80	\$499,000	\$277,222		
5. 100 N Staebler Road, Ann Arbor	1.50	\$800,000	\$533,333		
6. 293 N Zeeb Road, Ann Arbor (Parcel 1)	2.17	\$750,000	\$345,622		
7. 293 N Zeeb Road, Ann Arbor (Parcel 2)	2.14	\$750,000	\$350,467		
8. 140 S Zeeb Road, Ann Arbor	1.72	\$899,828	\$523,156		
Average			\$379,815		



3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan



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3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan

FOR SALE COMPS

5940 Jackson Rd - Shops of Lowe's Plaza

Ann Arbor, MI 48103 - Washtenaw W of 23 Submarket Land of 1.80 AC is for sale at \$775,000 (\$430,555.56/AC)

Investment Information

Sale Price: \$775,000 Price/AC: \$430,555.56

Sale Status: Active Sale Conditions: -Days On Market: 683



Land Information

Lot Dimensions: -

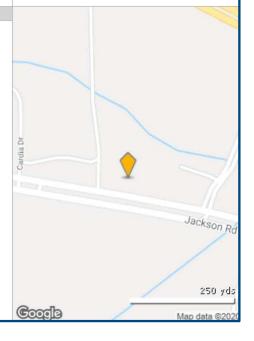
Proposed Use: -Parcel Size: 1.80 AC
On-Site Improv: Raw land

Density: Number Of Lots: Improvements: -

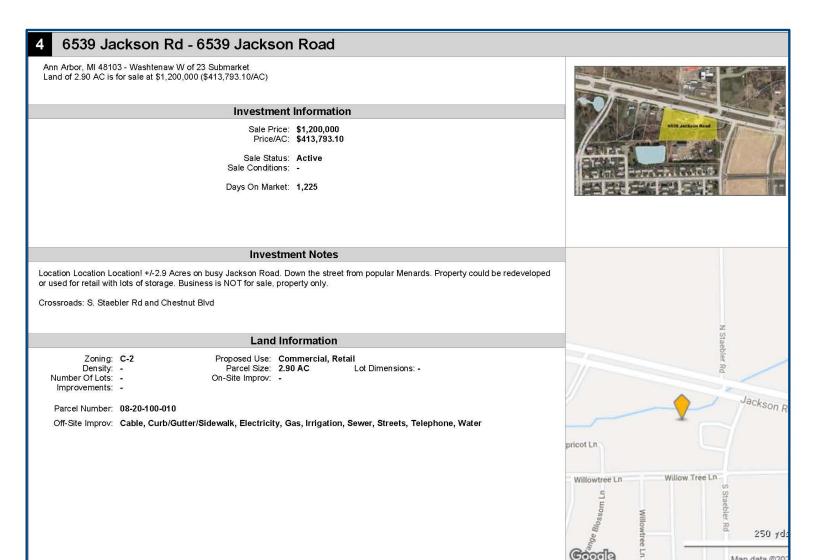
Parcel Number: 08-21-400-007

Topography: Level

Off-Site Improv: Cable, Curb/Gutter/Sidewalk, Electricity, Gas, Irrigation, Sewer, Streets, Telephone, Water

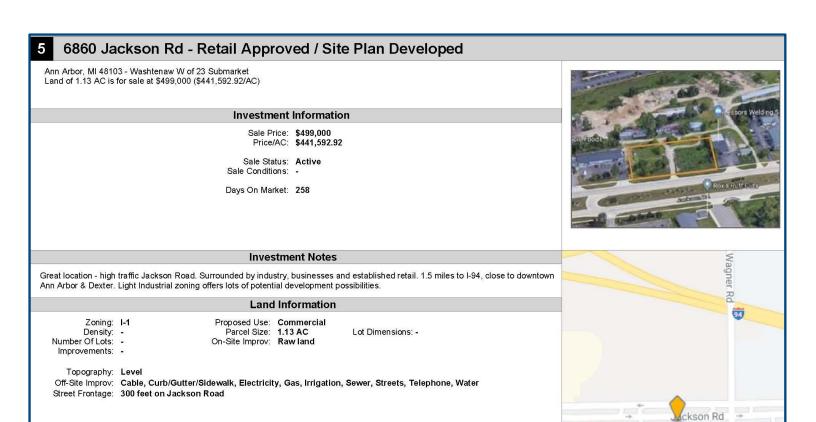


3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan



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FOR SALE COMPS

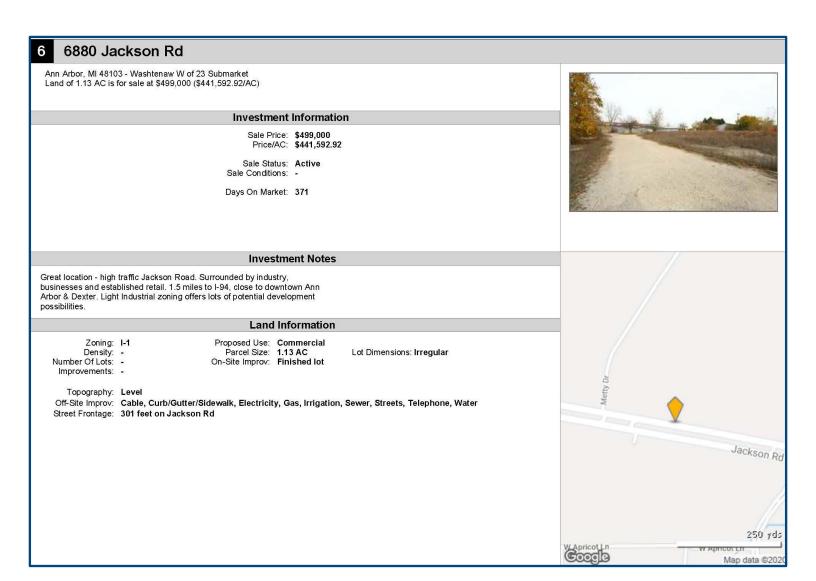


250 yds

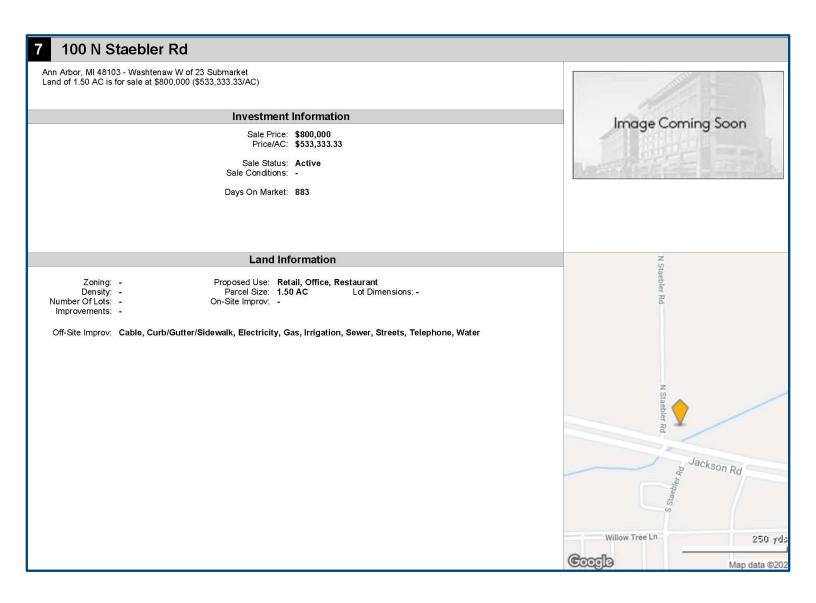
Map data ©202

Coords

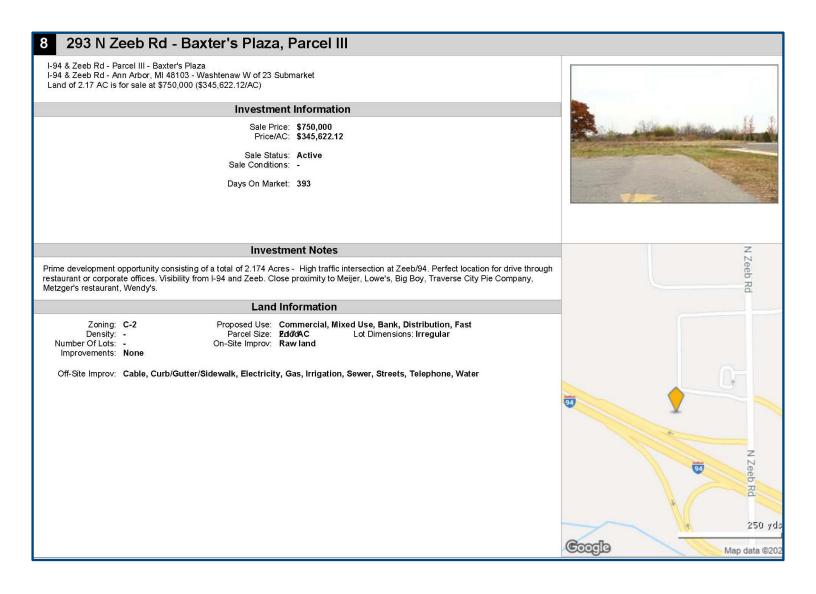
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FOR SALE COMPS

293 N Zeeb Rd - Baxter's Plaza, Parcel II

I-94 & Zeeb Rd - Parcel II - Baxter's Plaza I-94 & Zeeb Rd - Ann Arbor, MI 48103 - Washtenaw W of 23 Submarket Land of 2.14 AC is for sale at \$750,000 (\$350,467.29/AC)

Investment Information

Sale Price: \$750,000 Price/AC: \$350,467.29

Sale Status: Active Sale Conditions: -

Days On Market: 28



Investment Notes

Ready-to-build vacant retail site at Zeeb Road and I-94 west of Ann Arbor in Scio Township. Traffic light installed to entrance of Baxter's Plaza retail center, Holiday Inn Express and restaurants. Parcel fronts I-94 westbound at exit with excellent visibility. Level building site with retention area in rear. Easement to County Road Commission property bordering west side of property. Available utilities: Electric, municipal water, municipal sewer, gas, storm drain and cable.

Land Information

Zoning: C-2 Proposed Use: Commercial, Bank, Fast Food, Hotel, Motel
Density: - Parcel Size: 2.14 AC Lot Dimensions: Number Of Lots: - On-Site Improv: Rawland

Number Of Lots: - On-Site Improv: Raw Ian
Improvements: None

Off-Site Improv: Cable, Curb/Gutter/Sidewalk, Electricity, Gas, Irrigation, Sewer, Streets, Telephone, Water



3 Vacant Parcels Adjacent to Maple Health Building Dexter Road, Ypsialnti, Michigan

